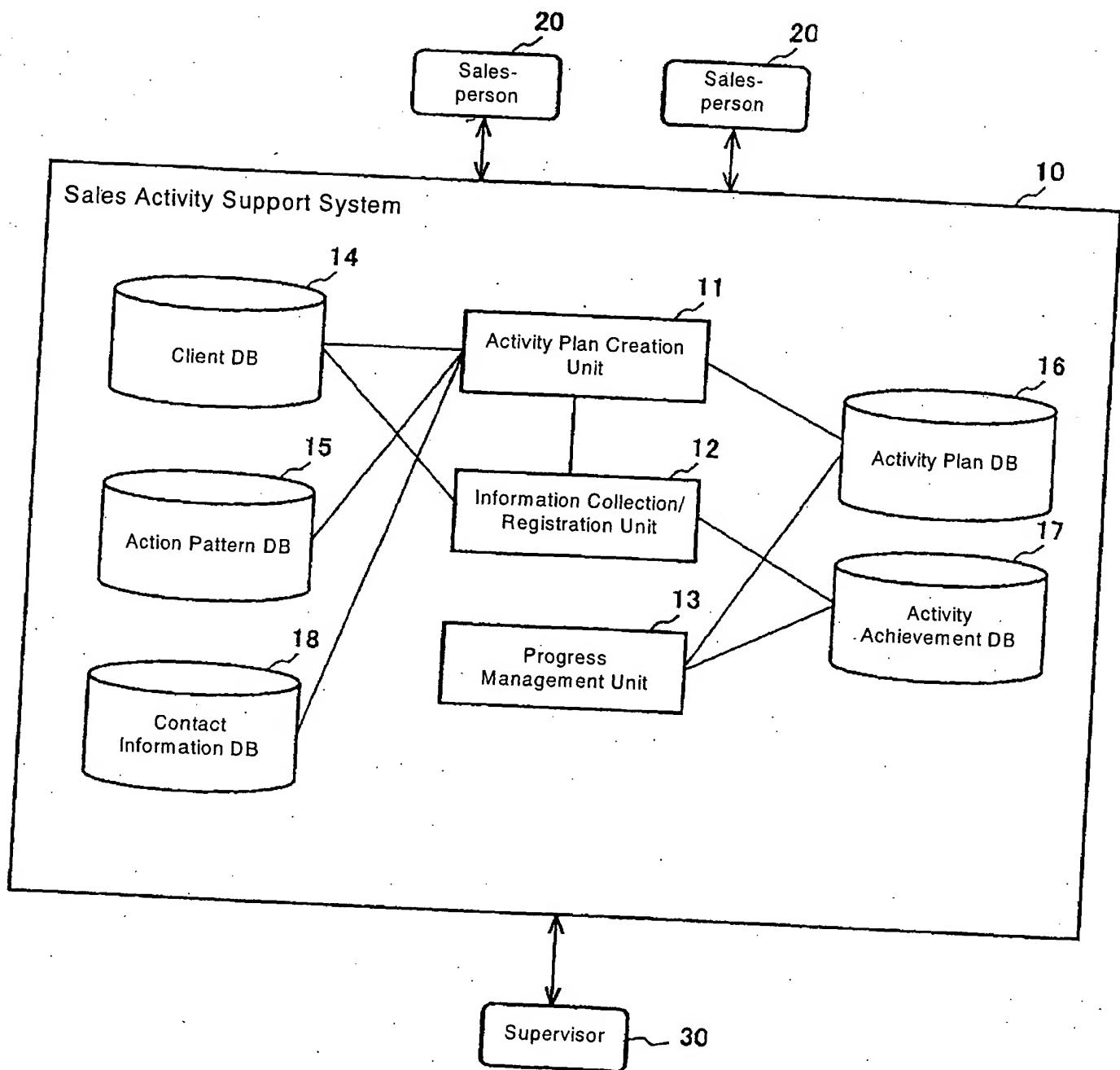


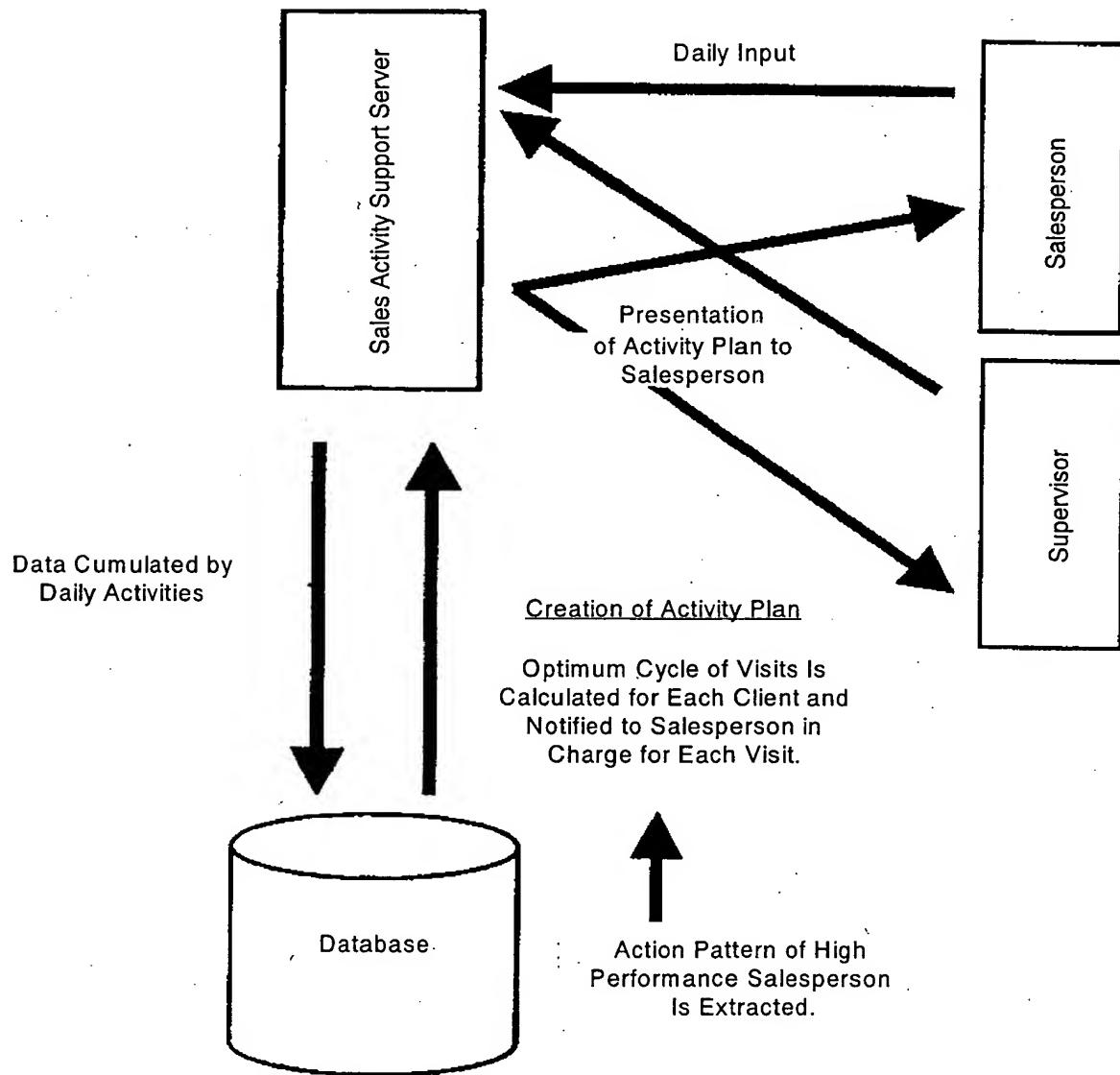
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Fig.1



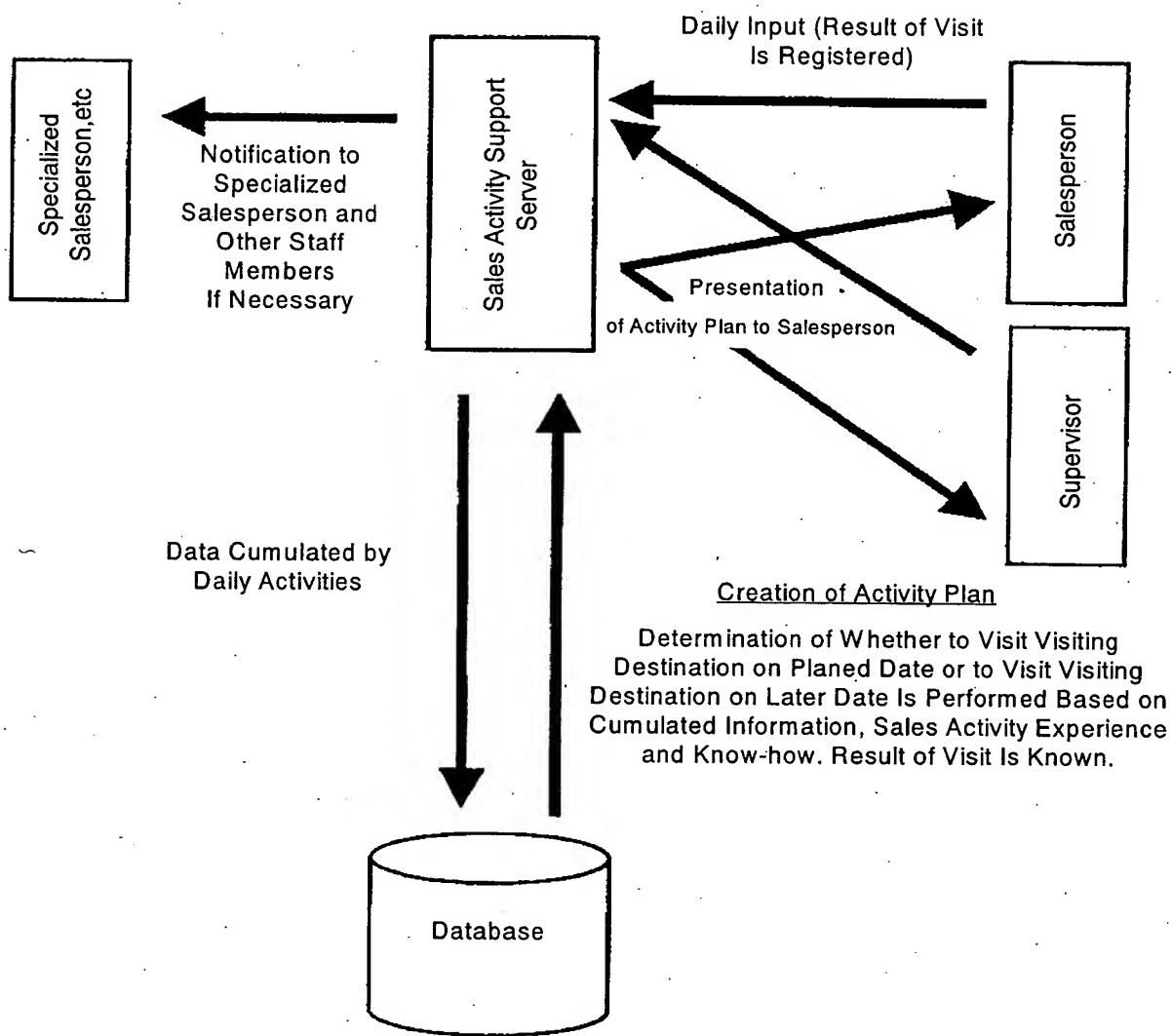
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Fig.2



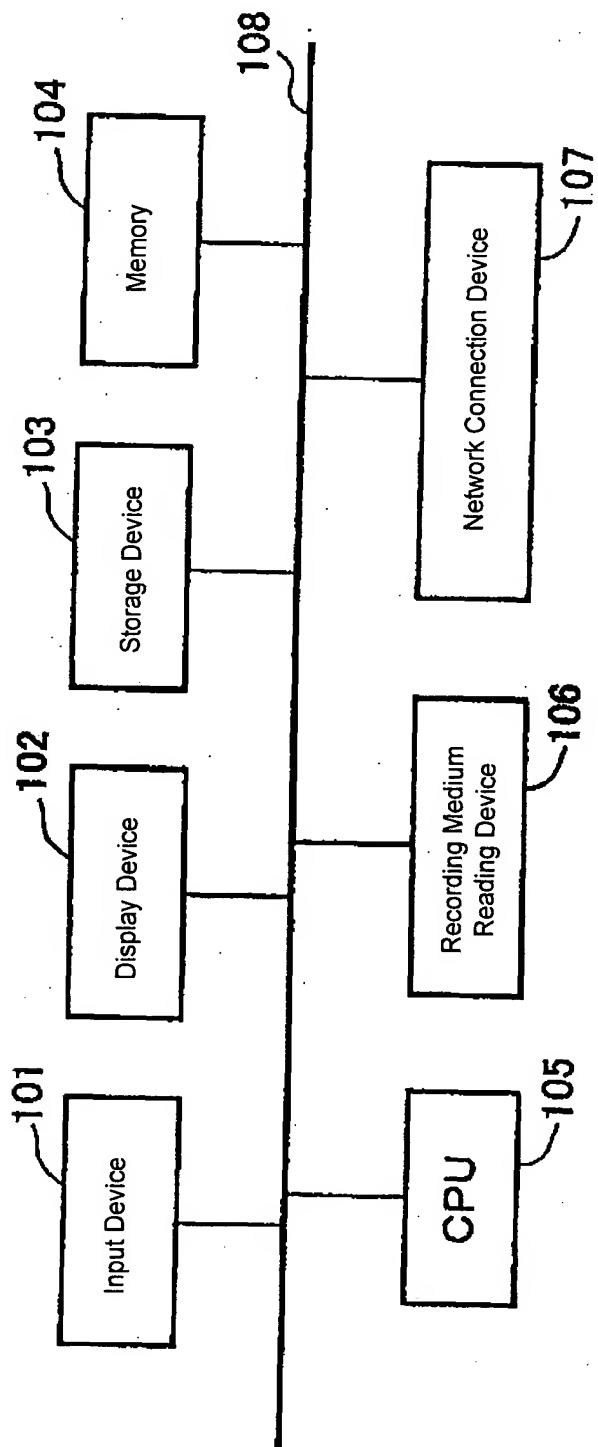
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Fig.3



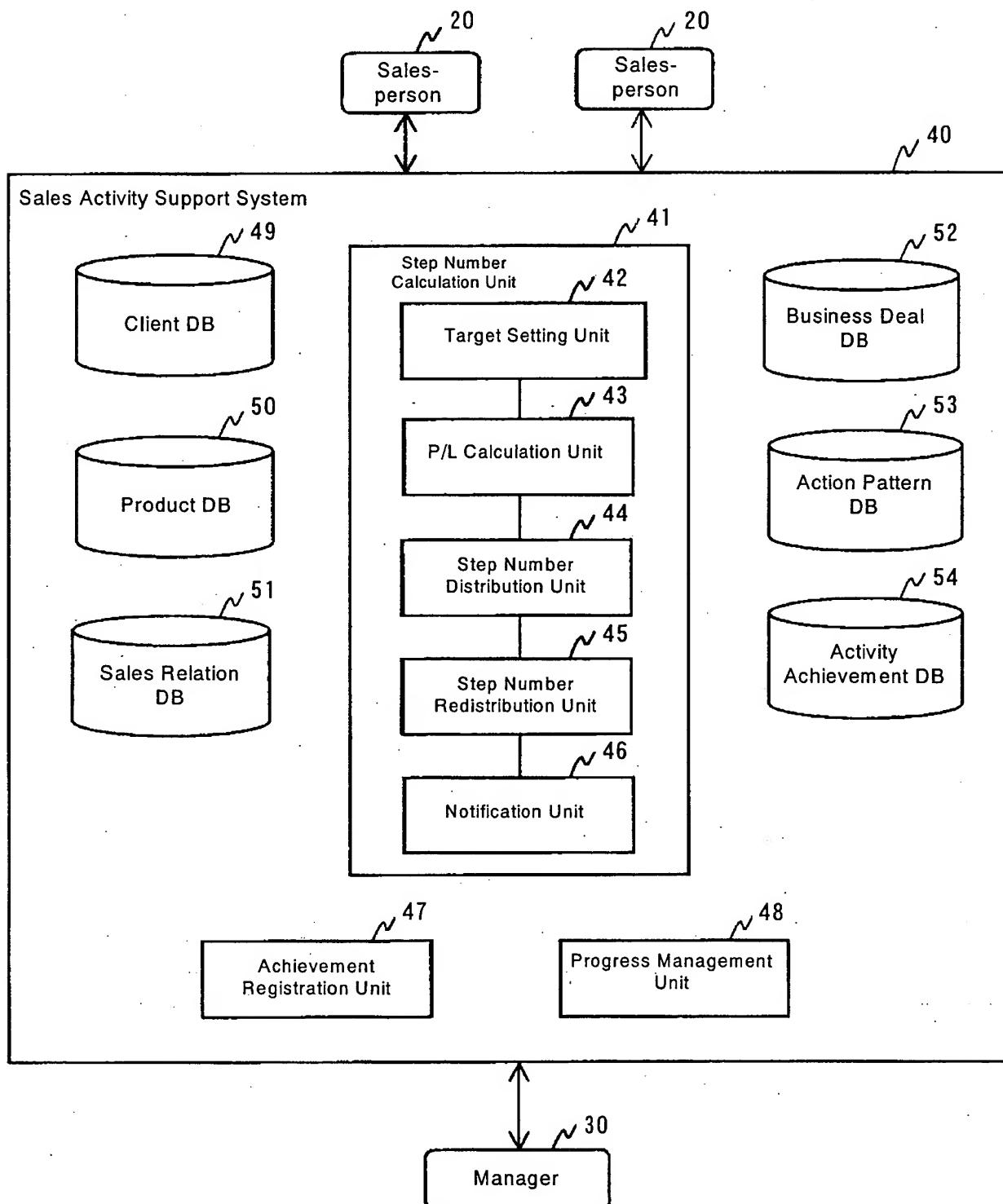
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Fig.4



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Fig.5

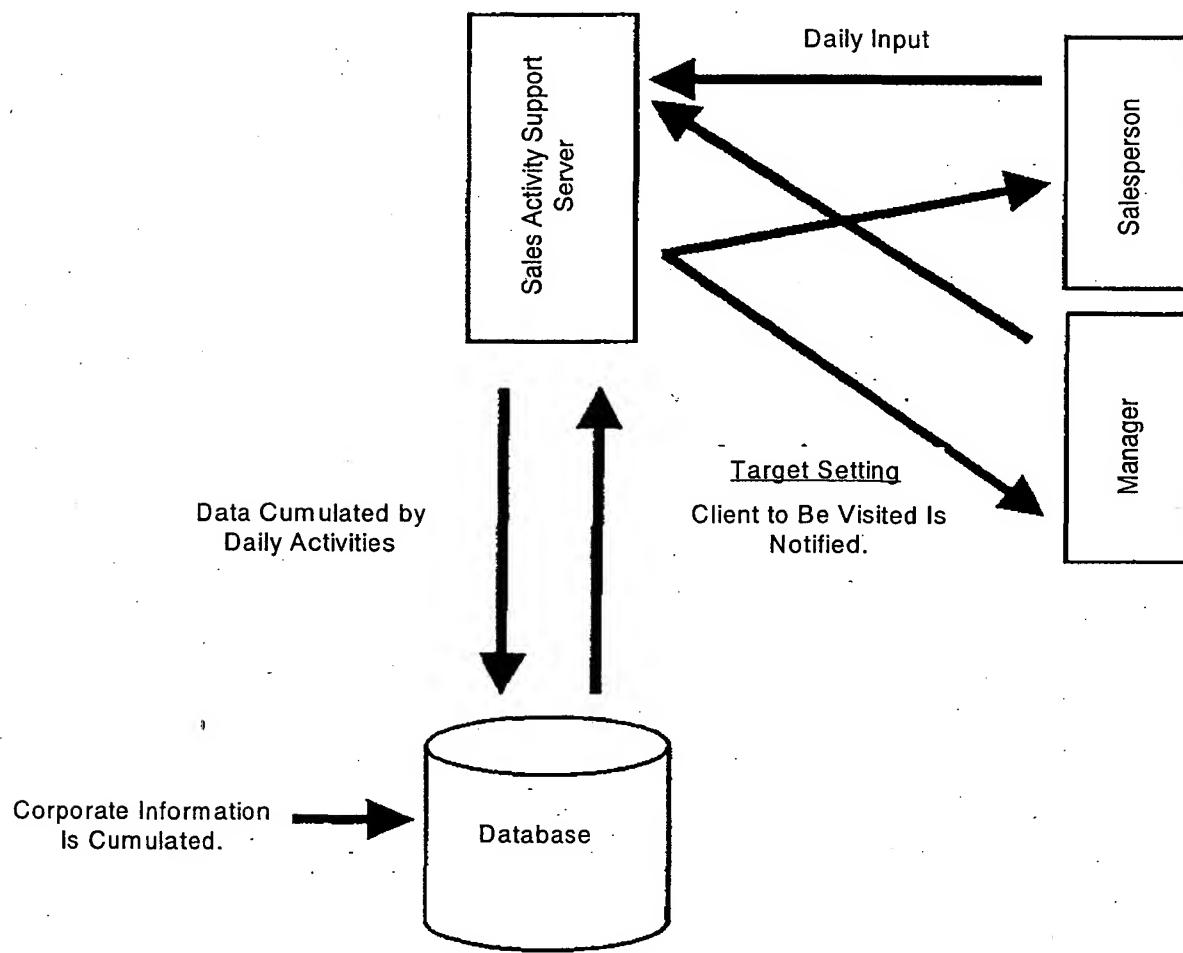


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Fig.6

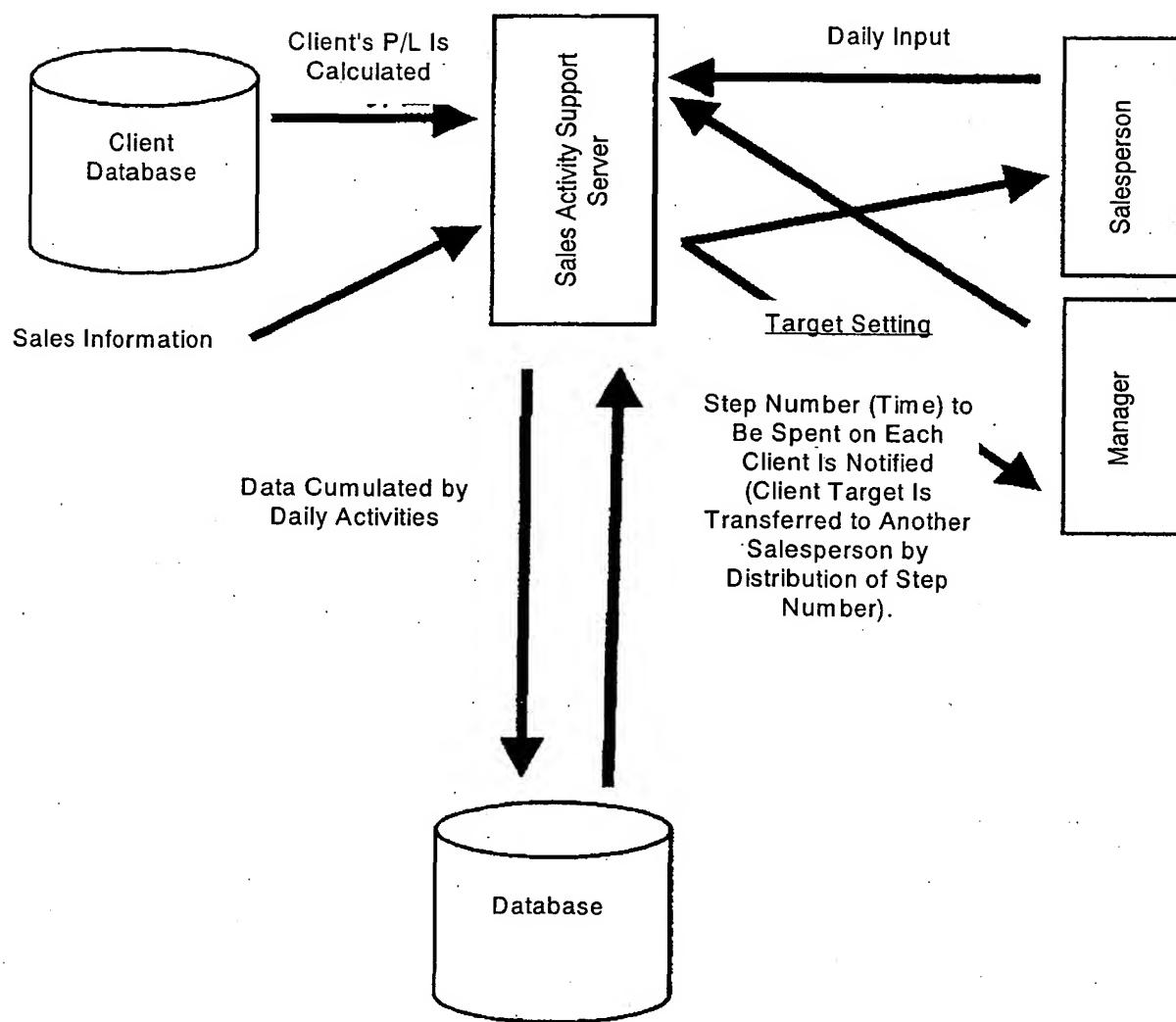
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Fig.7



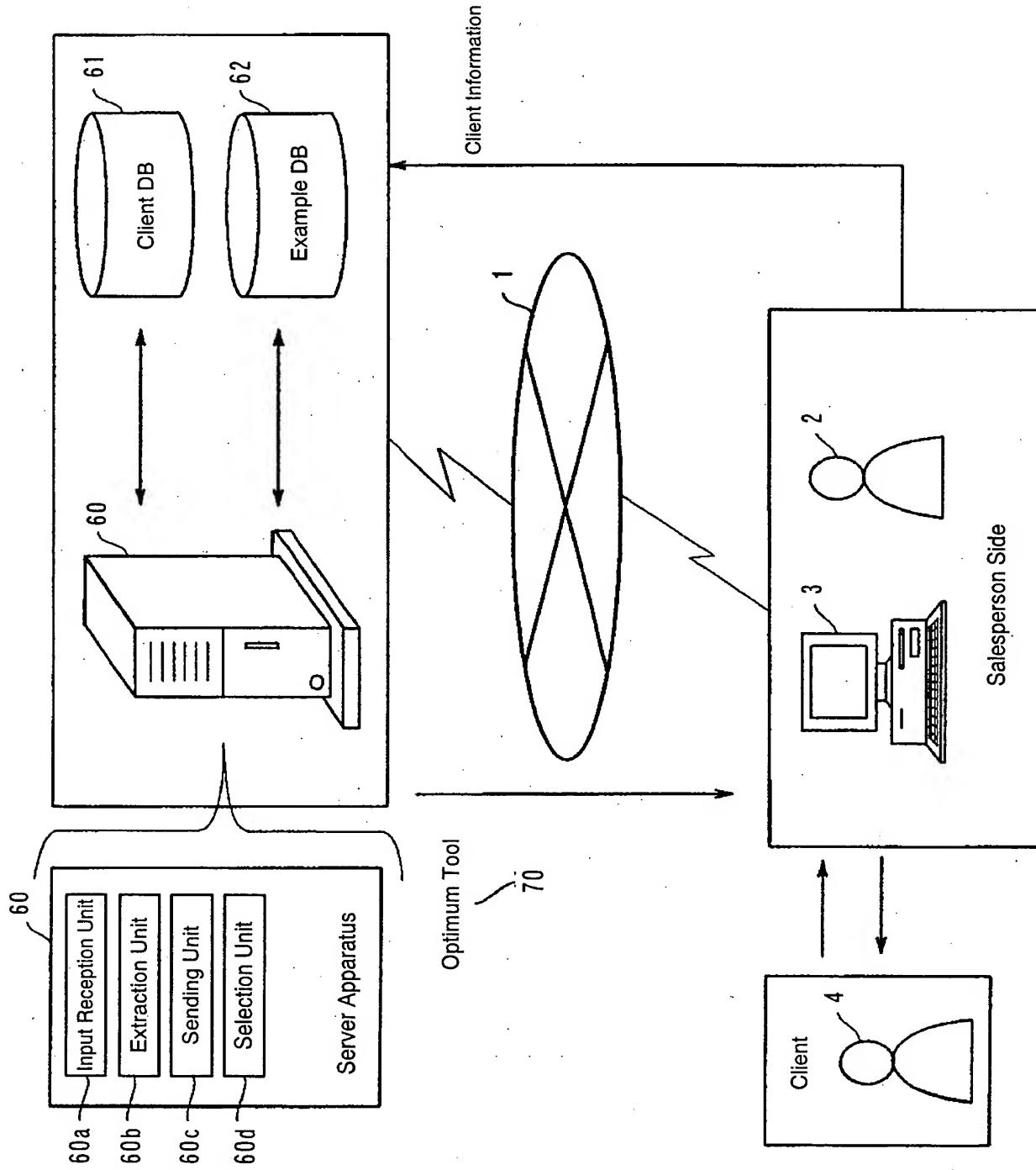
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Fig.8



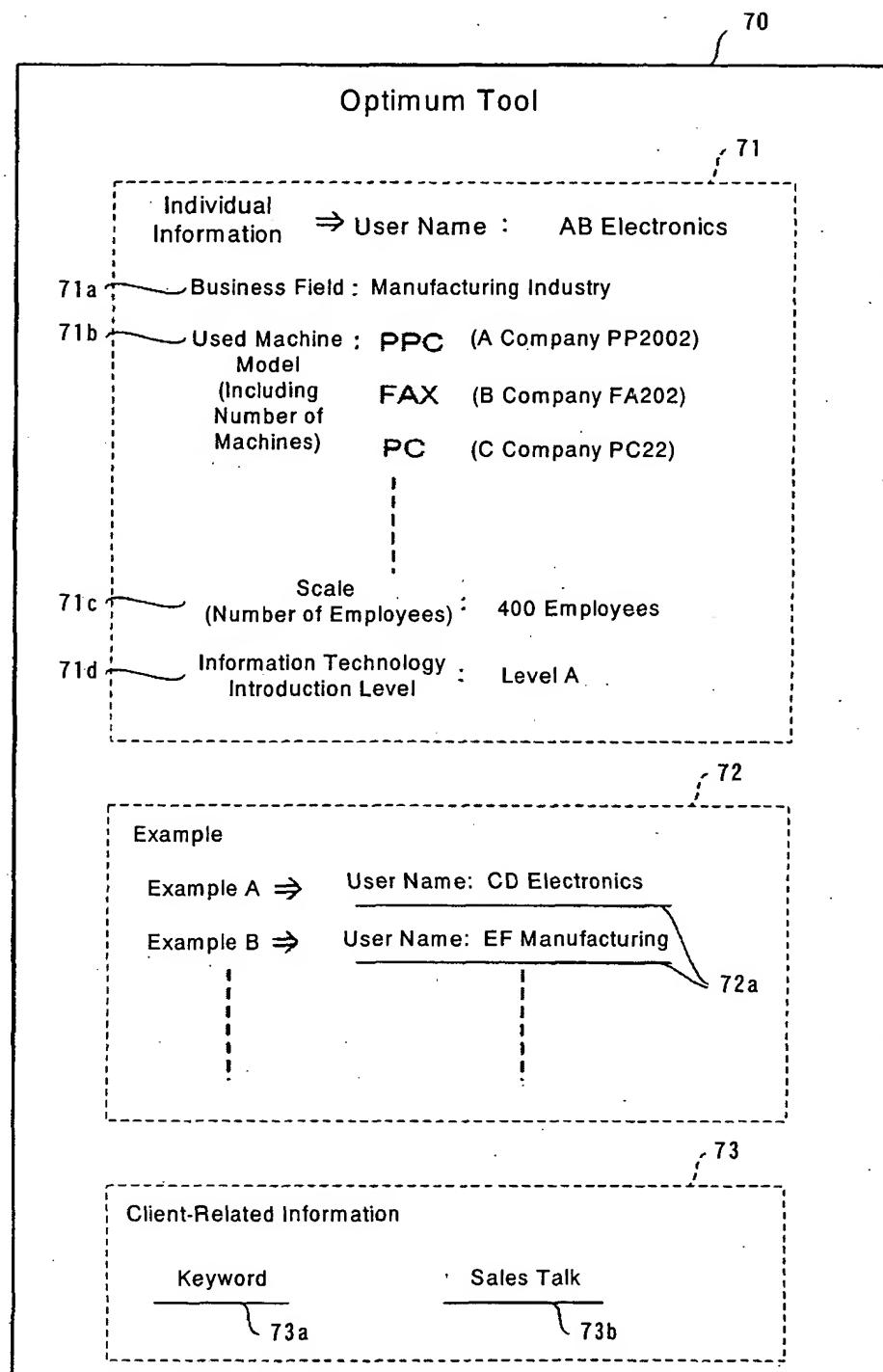
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Fig.9



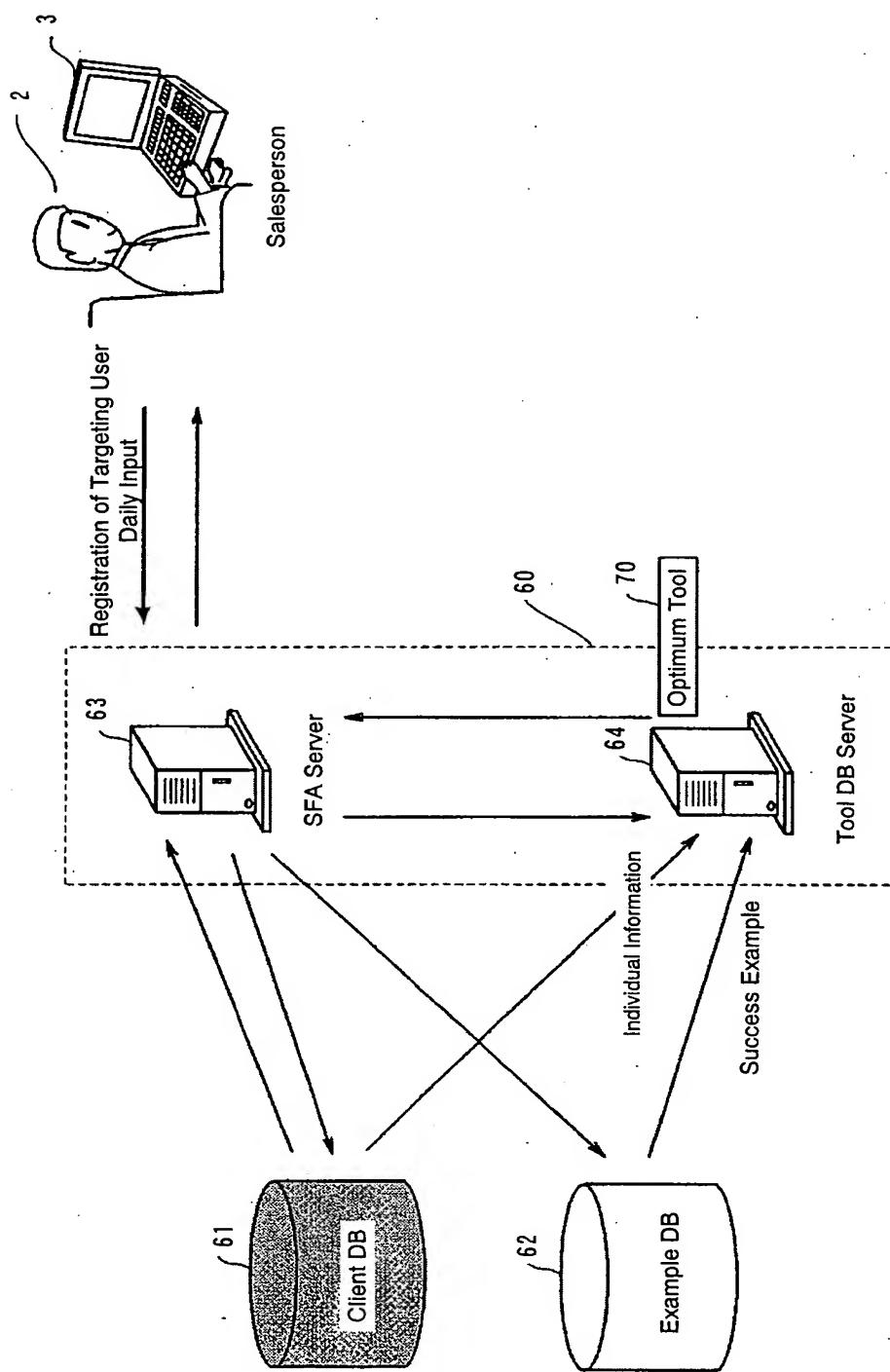
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Fig.10



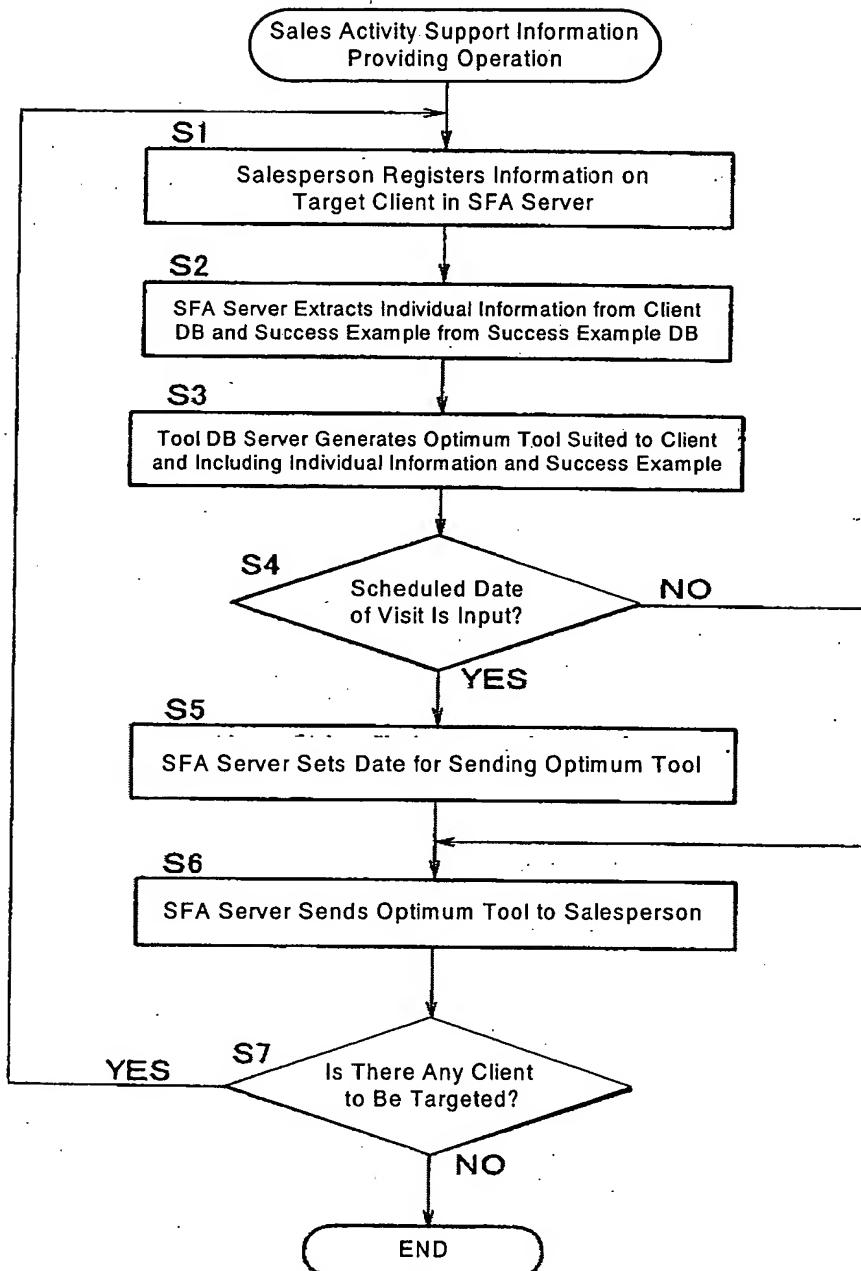
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Fig.11



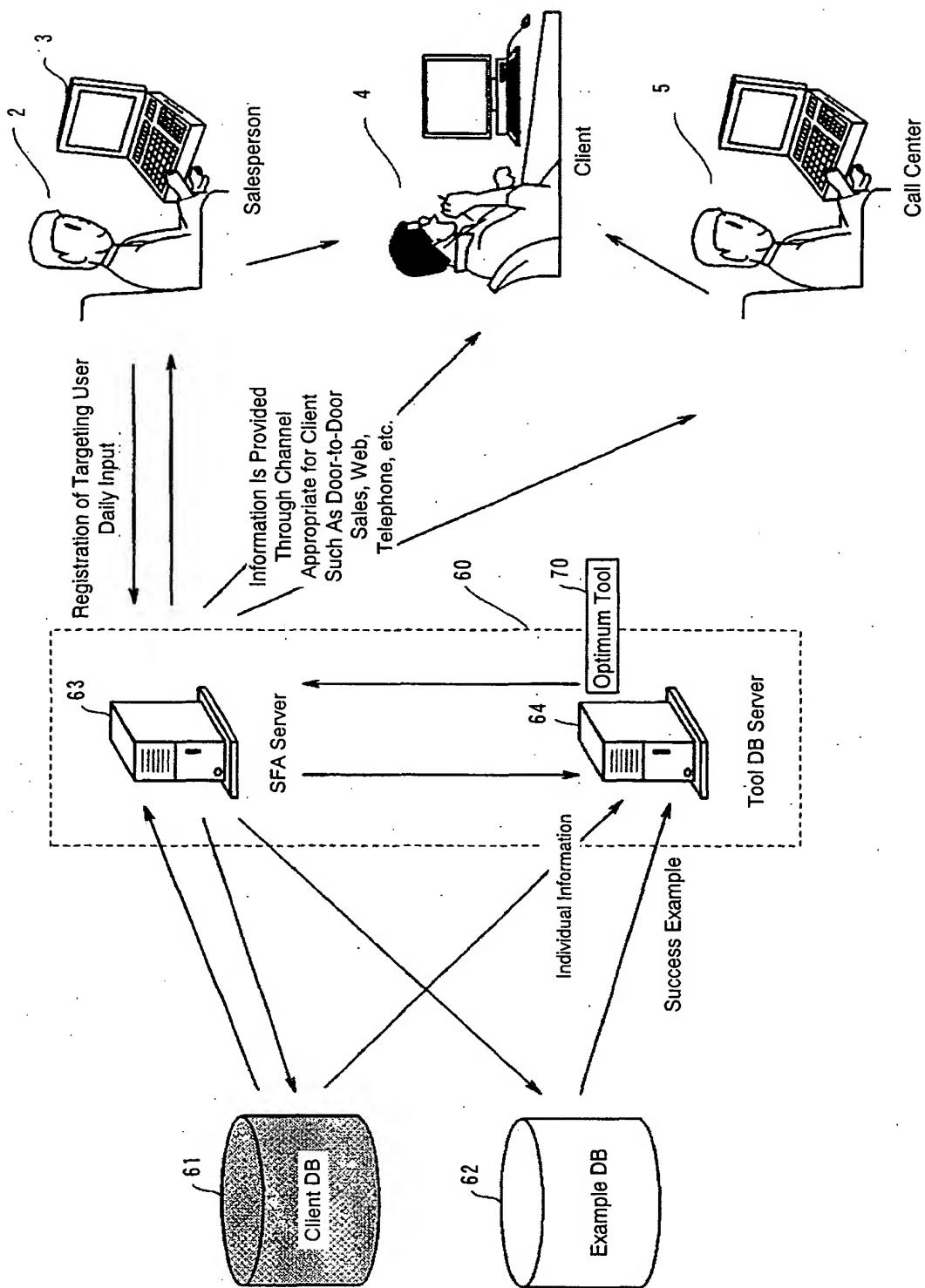
12/17

Fig.12



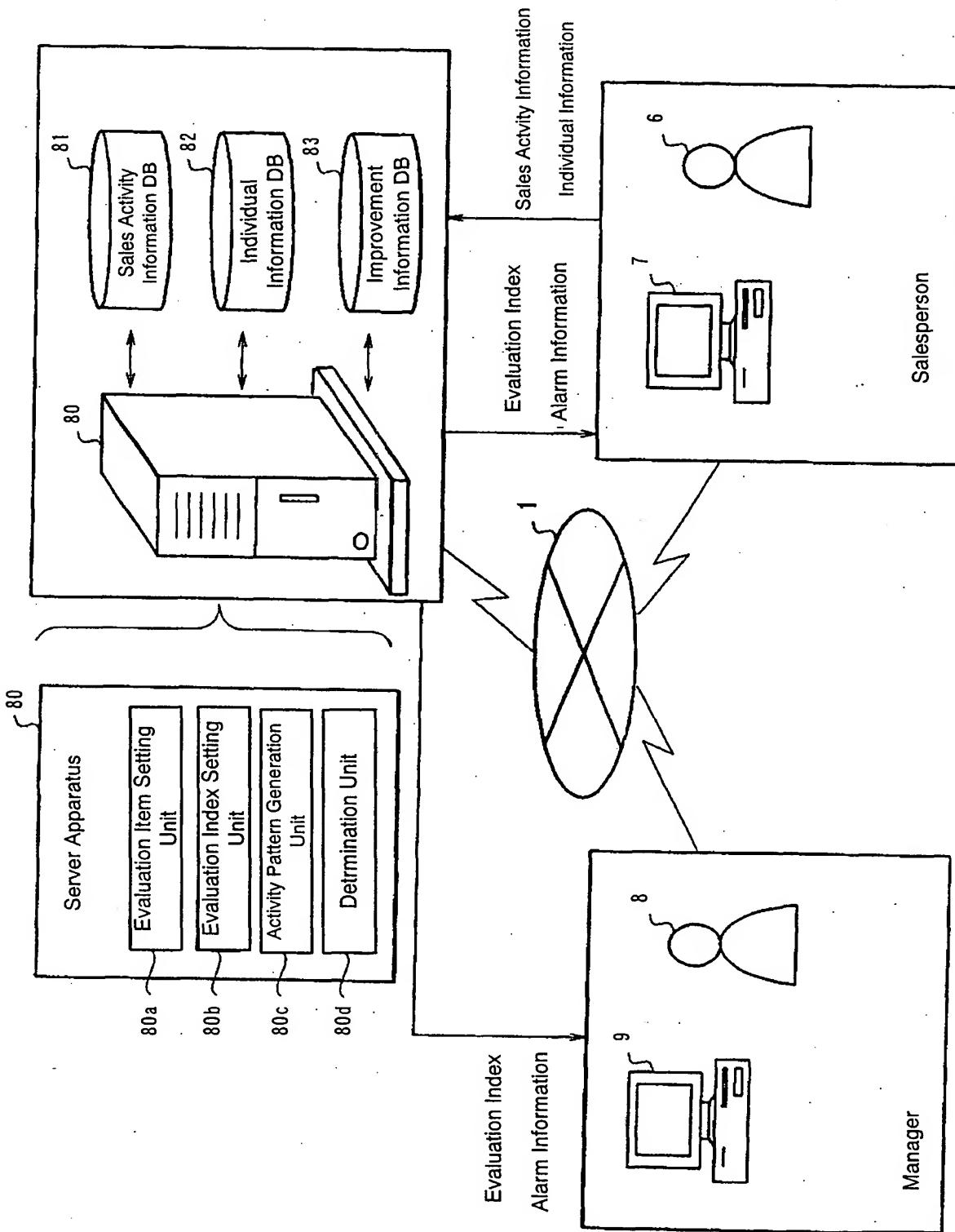
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Fig.13



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Fig.14



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Fig.15

The table consists of two main sections:

- Negotiation Maturity Level Management (Business Deal Management)** (Rows 1-8):

Classification	KPI Items	Evaluation Methods
Negotiation Maturity Level Management (Business Deal Management)	Number of Registered Negotiations at Each Start Time Maturity Level	Adding Up Negotiations at Each Negotiation Maturity Level
	Number of Created Maturity Level Achieving Plans at Each Start Time Maturity Level	Adding Up Business Deals for Which Maturity Level Achieving Plan Is Created
	Number of Negotiations Falling Behind Plan	
	Number of Stagnant Negotiations	
	Number of Performed Maturity Level Achieving Steps	
	Expected Achievement and Time for Negotiation in Progress to Land	
	Lead Time at Each Start Time Maturity Level	
	Number of Successful Negotiations at Each Start Time Maturity Level	
- Activity Management** (Rows 9-15):

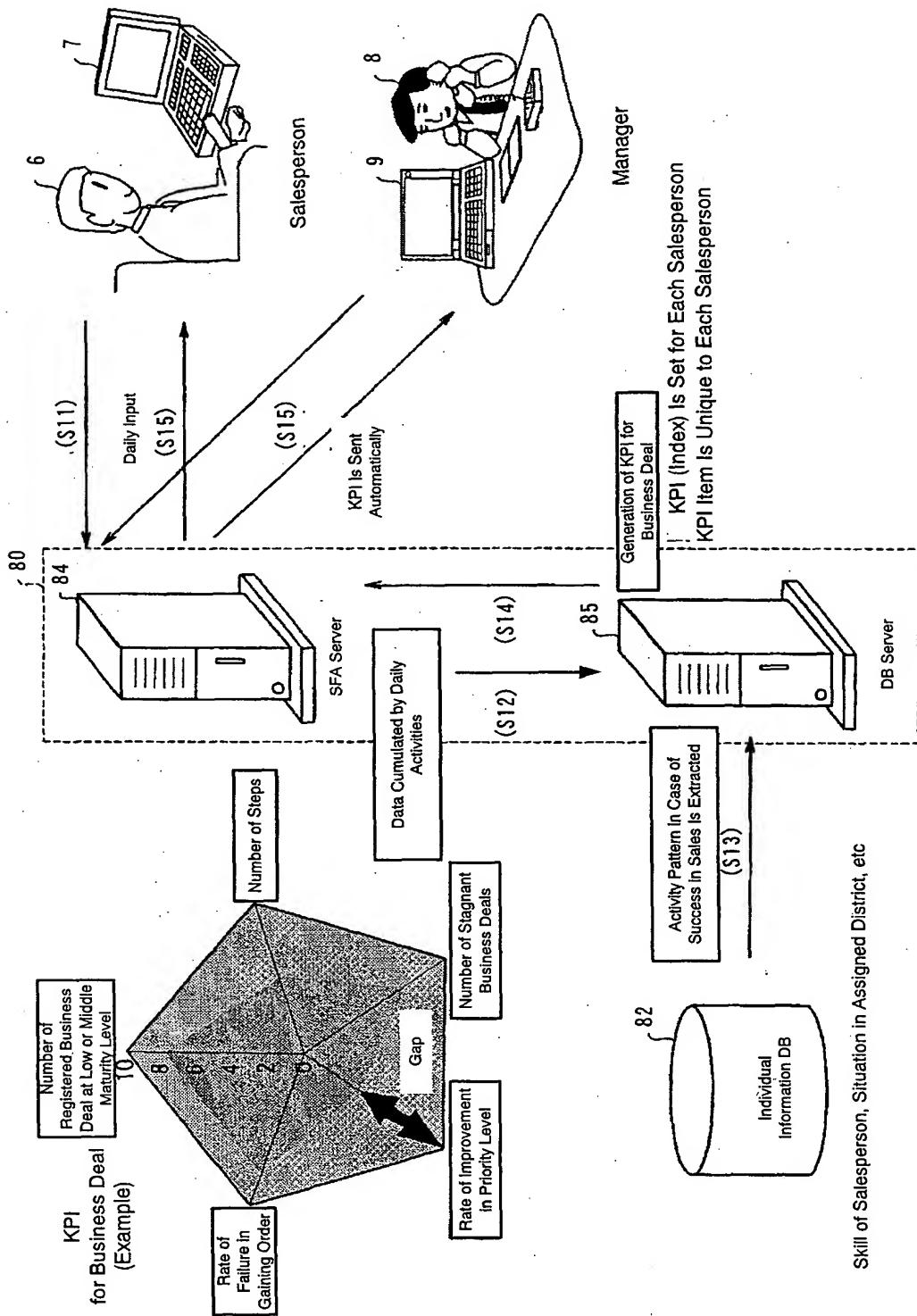
Classification	KPI Items	Evaluation Methods
Activity Management	Registered Time Spent on Each Type of Activity	Adding Up Times Spent on Each Type of Activity
	Activity Result Registration Rate for Each Type of Activity	Number of Input Activity Results /Total Number
	Rate of Negotiation-Related Activities	
	Number of Activity Steps for Each Negotiation Scale	
	Rate of Setting Priority of Clients	
	Number of Generated Client Winning Scenarios	
	Number of Activity Steps for Each Priority Level	

Handwritten annotations:

- Number 90 is above the first column of the Negotiation section.
- Number 91 is above the first column of the Activity section.
- Number 92 is above the second column of the Negotiation section.
- Number 93 is above the second column of the Activity section.
- Number 91a is to the left of the first row of the Negotiation section.
- Number 91b is to the left of the first row of the Activity section.

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Fig.16



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Fig.17

